

Message Text

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UNCLAS BANGKOK 13520

E.O. 11652: N/A
TAGS: BEXP, TH
SUBJ: ADS REQUEST FOR MARLIN ROCKWELL DIV. OF TRW, INC., JAMESTOWN,
NEW YORK

REF: COMMERCE CD-144, MARCH 27, 1978

THE FOLLOWING FIRMS WERE CONTACTED AND HAVE EXPRESSED INTEREST IN
ACTING AS DISTRIBUTOR FOR MARLIN ROCKWELL'S BALL AND ROLLER
BEARINGS:

1. THAVORN TRACTOR ENGINEERING CO., LTD.
155/10-13 RONGMUANG SOI 4 ROAD
BANGKOK, THAILAND.
CONTACT: MR. CHAVALIT THAVIYONCHAI, MANAGING DIRECTOR
PHONE: 2513280
CABLE: TRACTOR BANGKOK
COMMENT: MR. CHAVALIT SAID THAT HE IS VERY WELL FAMILIAR
WITH MRC BRAND AND IS VERY INTERESTED IN THIS PROPOSAL.
MR. CHAVALIT PLANS TO MAKE A BUSINESS TRIP TO THE UNITED
STATES IN EARLY THIS MONTH AND WISHES TO CONTACT MARLIN
ROCKWELL FOR FURTHER DISCUSSION ON DISTRIBUTORSHIP.

2. WORLD PRODUCTS CO., LTD.
457 MAHACHAI ROAD
BANGKOK, THAILAND.
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CONTACT: MR. PRASIT THAKOLSRI, MANAGING DIRECTOR
PHONE: 2228578
CABLE: WORLDTRO BANGKOK
COMMENT: MR. PRASIT HAS EXPRESSED A GREAT INTEREST IN THIS
OFFER AND WISHES TO NEGOTIATE FURTHER WITH AMERICAN SUPPLIER,
ESPECIALLY ON DETAILS OF PRODUCTS AND PRICE QUOTATIONS.
MR. PRASIT FURTHER COMMENTED THAT MARKET COMPETITION FOR

BALL AND ROLLER BEARINGS IS VERY KEEN AND THE MAJORITY OF THE MARKET IS CONTROLLED BY JAPANESE AND EUROPEAN FIRMS.

3. INTER MART COMPANY LIMITED
GENERAL PRODUCTS DEPARTMENT
4TH FLOOR, IBM TOWER, 1 SILOM ROAD
BANGKOK, THAILAND.
CONTACT: MR. SAKCHAI CHUNTCHUPONG, MANAGER
PHON: 2234385, 2336657
CABLE: INTERM BANGKOK
TELEX: TH 2060

COMMENT: MR. SAKCHAI SAID THAT MRC BALL AND ROLLER BEARINGS FIT IN WITH SIMILAR PRODUCTS HE HANDLED. FIRM HAS REGULAR CONTACTS WITH INDUSTRIAL PLANTS AND MARINE OPERATORS. FIRM PRESENTLY HAS ORDER ON HAND FOR THE PRODUCTS OFFERED AND IF POSSIBLE FUTURE COMMUNICATIONS SHOULD BE BY TELEX.

4. SIAM MERCANTILE (1960) CO., LTD.
P.O. BOX 1345
117-117/1 SURAWONGSE ROAD
BANGKOK, THAILAND.
CONTACT: MRS. VARAPHORN VONGVISES, MANAGING DIRECTOR
PHONE: 2339128, 2335695
CABLE: SIAMERC BANGKOK
COMMENT: MRS. VARAPHORN HAS EXPRESSED INTEREST IN THIS OFFER AND WISHES TO DISCUSS FURTHER DETAILS WITH U.S.
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SUPPLIER.

5. THAI AGENCY ENGINEERING CO., LTD.
920/6 TALAD NOI, NEW ROAD
BANGKOK, THAILAND.
CONTACT: MR. SOMSAK THANOMVORASIN, MANAGING DIRECTOR
PHONE: 2342350
CABLE: AGENTHAI BANGKOK
COMMENT: MR. SOMSAK HAS EXPRESSED INTEREST IN MRC PRODUCTS AND WISHES TO OBTAIN DETAILED INFORMATION FOR MARKET EVALUATION.
WHITEHOUSE

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Message Attributes

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